



# **Request for Proposals for the Operation & Maintenance of City Golf Courses**

## **Request for Clarification and Best and Final Offer Announcement June 29, 2017**

Pursuant to Exhibit A of the original RFP, the City of Terre Haute is requesting a Clarification and Best and Final Offer (BAFO) from respondents that submitted Proposals to the City of Terre Haute's Golf Courses RFP.

This Request for Clarification and BAFO is designed to help the City better understand its options as it prepares for proposal selection and contract negotiation. It is further designed to provide respondents with additional information regarding the courses.

The items below are hereby incorporated as official elements of the Terre Haute Golf Courses RFP process. Prohibitions regarding contact with individuals associated with this process other than those designated in the original RFP, remain in effect as do all other requirements of the RFP.

The Clarification and BAFO response has no page limit; however, respondents are encouraged to use as few pages as possible to respond to the Request for Clarification and BAFO. Required items are described in Section 2.

A response to this BAFO should be sent electronically to Nick Weber via e-mail at [Nick.Weber@faegrebd.com](mailto:Nick.Weber@faegrebd.com) no later than **12 p.m. (noon) EDT on Friday, July 7, 2017.**

# 1 Information

## 1.1 2016 Financials

As was noted in the RFP, the 2016 financial information included in the Data Room ran only through November 21, 2016. Complete 2016 financial data is now available and is incorporated into this Request for Clarification and BAFO.

## 1.2 Current leases

Currently, the courses use some maintenance equipment that is on a lease program. Additionally, all golf cars are currently on a lease program. The costs of these leases are included in the City's enclosed financial report on the line titled "Principal – Notes." Additionally, a breakdown of lease costs for both maintenance equipment and golf cars, by course, is included in the chart below.

The lease for the maintenance equipment expires in April 2018. The lease for the golf cars expires in January 2019. All leased equipment is on a market-price buyback plan.

The Clarification and BAFO response should reflect the costs for maintenance equipment and golf cars and they should be included in the updated pro forma. Respondents are permitted to present options for the replacement of leased equipment when leases expire. The City will consider proposals that include the City holding the lease for some or all equipment if that approach achieves more favorable commercial terms. However, in all cases, the cost for such leases should be funded by course operations and be reflected in the proposed pro forma.

Below are costs associated with the current leases for select course maintenance equipment and all course golf cars. Note that the enclosed 2016 financial data includes lease payments for cars for both 2016 as well as a pre-payment for 2017 lease costs.

<b>HULMAN LINKS FOR GOLF CARS</b>		<b>HULMAN LINKS FOR EQUIPMENT</b>
LEASE PAYMENT – Annual Cost – Expires January 2019		LEASE PAYMENT – Annual Cost – expires April 2018
\$44,200.00		\$42,967.00
<b>REA PARK FOR GOLF CARS</b>		<b>REA PARK FOR EQUIPMENT</b>
LEASE PAYMENT – Annual cost – expires January 2019		LEASE PAYMENT – Annual Cost – expires April 2018
\$39,798.00		\$40,292.00

### **1.3 Capital Other than Maintenance Equipment and Cars**

The City of Terre Haute recognizes that major capital expenditures (other than the previously referenced maintenance equipment and cars) are outside the scope of services outlined in the RFP. The Respondents shall include minor capital costs under \$2,500 per item in their operating costs and pro forma. The City will be responsible for capital costs over \$2,500 per item and with an economic life over one year. Those items should be presented in a separate capital budget for the City's consideration and the parties will mutually agree upon whether and when to fund those capital items. Further, the City acknowledges that it will be responsible for costs that are incurred as a result of natural disasters not otherwise covered by insurance (e.g., severely damaged trees due to a weather event).

### **1.4 Rates**

Respondents may not include or propose in their pro forma, or as a part of Exhibits A or B, any price increases for 2018 over 2017 rates for any service items. Commodity items, such as food and beverage and pro shop merchandise are not subject to this limitation. Pricing for those commodity items, however, should generally be comparable to "street pricing" (e.g., priced at a level equivalent to what a consumer would find for the item in a traditional retail 'street' location).

Beginning in 2019 and each year thereafter, the respondent may raise rates on services at the courses by a percentage that shall not exceed, on average, the consumer price index (CPI) (i.e., the all items Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average) for the preceding year. Notwithstanding the averaging process described in the prior sentence, the rate increase on any individual service may not increase by more than 5% per year without the approval of the City and/or the City's Parks and Recreation Board.

## **2 Required items**

### **2.1 Pro forma**

Provide an updated five year pro forma for the operation of the courses. A single, unified pro forma should be provided for both courses. The pro forma should assume that the City will not pay for any expenses outside of the budgets for each course (with the exception of capital costs over \$2,500 per item and with an economic life over one year and costs that are incurred as a result of natural disasters not otherwise covered by insurance (e.g., severely damaged trees due to a weather event)). Include any management fees as well as maintenance equipment and car lease expenses in the pro forma.

## **2.2 Exhibit A**

Update, if appropriate, the previously submitted Exhibit A to reflect the additional information provided in this Request for Clarification and BAFO. Revenue and expense figures should match the to-be-submitted pro forma.

The subsidy figure should be the difference between the expected expenses and the expected revenues. Assume that the City will be responsible for any additional operating losses if revenues are less than expected and/or expenses are greater than expected.

When revenues exceed expenses (i.e., there is a net profit and no subsidy is required), the City is proposing a 40% profit sharing arrangement (40% vendor/60% City). Indicate if you would provide the City with a higher share of profits (as a percentage) if the City reinvests its profits into capital projects at the golf courses.

## **2.3 Exhibit B (Guaranteed Savings)**

Complete Exhibit B to reflect the additional information provided in this Request for Clarification and BAFO. Revenue and expense figures should match the to-be-submitted pro forma.

Recognizing that providing certainty with respect to the level of ongoing subsidy is of value to the City, provide a figure for the monthly subsidy you would require to provide guaranteed savings protection to the City. This figure can match the subsidy figure from Exhibit A, or be different. The City would define this as a fixed fee monthly subsidy that would not vary, irrespective of actual revenues and expenses at the courses and as such, provide a limit on expected costs to the city. That is, the City would not be required to pay more (nor would it pay less) than the proposed monthly subsidy for the operation of the courses (creating a guaranteed savings over existing operations). The monthly subsidy can change from year to year. Excluded items, such as capital costs over \$2,500 per item and with an economic life over one year and natural disasters not otherwise covered by insurance (e.g., severely damaged trees due to a weather event), do not have to be accounted for in the guaranteed savings option.

When revenues (which include the monthly subsidy) exceed expenses (i.e., there is a profit), the City is proposing a 40% profit sharing arrangement (40% vendor/60% City). Indicate if you would provide the City with a higher share of profits (as a percentage) if the City reinvests its profits into capital projects at the golf courses. Respondents may carry forward operating losses from previous years of the agreement and will not be required to share profits with the City until those prior year's losses are recouped.

## **2.4 Manning Table/Org Chart**

Provide a manning table/organizational chart outlining the staffing of each course. Include the expected total headcount for each position, nature of the position (salary/hourly), and whether it is full time or part time. For part time positions, provide a number of FTE equivalent positions (# of part time hours/40). Identify if any positions will be predominantly assigned to both courses.

### 3 Exhibits

#### 3.1 Exhibit A

##### Estimated Gross Revenues and Total Expenses

Using the table below, provide estimated gross revenues and total expenses for the two courses (combined) for the calendar years indicated. All revenue and all expenses from any aspect of the course operations should be included.<sup>1</sup>

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
Gross Revenues					
Total Expenses					

##### Proposed Monthly Fee (City Subsidy)

Using the table below, provide the proposed monthly fee (if any) that the contractor will require from the City. This amount should correspond to any difference between estimated gross revenue and total expenses listed above. Low or no monthly fees are the preferred option.

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
Proposed Monthly Subsidy					

##### Profit Sharing

The table below provides the percentage of profits (if any) that the contractor will share with the City. Profits will occur when revenues exceed expenses and no subsidy is required.

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
% of Profits Shared with City	40%	40%	40%	40%	40%
% of Profits shared with City if the City share is reinvested in capital projects					

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<sup>1</sup> The City retains the right to allocate a portion of the benefits generated from the proposed transaction to cover transaction advisor costs. Respondents need not address this in the pricing.

### 3.2 Exhibit B (Guaranteed Savings)

#### Estimated Gross Revenues and Total Expenses

Using the table below, provide estimated gross revenues and total expenses for the two courses (combined) for the calendar years indicated. All revenue and all expenses from any aspect of the course operations should be included.<sup>2</sup>

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
Gross Revenues					
Total Expenses					

#### Proposed Monthly Guaranteed Savings Fee (City Subsidy)

Using the table below, provide the proposed monthly guarantee savings fee (if any) that the contractor will require from the City in exchange for assuming the risk on revenue and expenses. This amount could correspond to any difference between estimated gross revenue and total expenses listed above, or could be different. The amount would be both the City's maximum and minimum exposure for the subsidy. Risk beyond that amount would lie with the respondent. Low or no monthly fees are the preferred option

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
Proposed Monthly Guarantee Savings Fee (Subsidy)					

#### Profit Sharing

Using the table below, provide the percentage of profits (if any) that the contractor will share with the City under a guarantee savings arrangement. Profit sharing would be determined on a life-of-the-contract basis. That is, the respondent could recoup all prior year's losses before it was required to share profits. Profits will occur when revenues (which include the monthly subsidy) exceed expenses.

	CY 2018	CY 2019	CY 2020	CY 2021	CY 2022
% of Profits Shared with City	40%	40%	40%	40%	40%
% of Profits shared with City if the City share is reinvested in capital projects					

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<sup>2</sup> The City retains the right to allocate a portion of the benefits generated from the proposed transaction to cover transaction advisor costs. Respondents need not address this in the pricing.

## **4. Attachments**

### **4.1 2016 Rae Park and Hulman Links Updated Financials**

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City of Terre Haute  
R/E Act vs Bud W/Var/Percent

GLREAB2.L02 Page 1

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

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 GLREAB2.L02 Page 1

Fiscal year thru period ending 12/31/2016

02900040-00 REA PARK NON-REVERTING

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
GREEN FEES - REA PARK	764.62	.00	764.62	(100.00)	252,321.23	.00	252,321.23	(100.00)
CARTS	266.00	.00	266.00	(100.00)	122,327.66	.00	122,327.66	(100.00)
DRIVING RANGE	261.00	.00	261.00	(100.00)	35,954.50	.00	35,954.50	(100.00)
USER FEES	(256.00)	.00	(256.00)	(100.00)	.00	.00	.00	.00
OTHER REVENUE	.00	.00	.00	.00	3,203.00	.00	3,203.00	(100.00)
Total Revenue	1,035.62	.00	1,035.62	(100.00)	413,806.39	.00	413,806.39	(100.00)

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City of Terre Haute  
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Fiscal year thru period ending 12/31/2016

02900040-01

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
REA PARK SALARIES	14,770.72	.00	(14,770.72)	100.00	179,859.34	203,198.00	23,338.66	88.51
OVERTIME	.00	.00	.00	.00	3,258.29	4,000.00	741.71	81.46
REA PARK HOURLY	2,915.25	.00	(2,915.25)	100.00	75,186.77	110,000.00	34,813.23	68.35
EMPLOYER SOCIAL SECURITY	1,066.72	.00	(1,066.72)	100.00	15,707.07	18,765.00	3,057.93	83.70
EMPLOYER MEDICARE	249.46	.00	(249.46)	100.00	3,673.43	4,389.00	715.57	83.70
EMPLOYER GROUP HEALTH INS	4,006.02	.00	(4,006.02)	100.00	47,202.29	55,000.00	7,797.71	85.82
EMPLOYER DENTAL INSURANCE	140.45	.00	(140.45)	100.00	1,488.77	1,900.00	411.23	78.36
EMPLOYER LIFE INSURANCE	45.00	.00	(45.00)	100.00	480.00	500.00	20.00	96.00
EMPLOYER PERF	1,654.32	.00	(1,654.32)	100.00	20,559.87	33,898.00	13,338.13	60.65
Total Expenditure	24,847.94	.00	(24,847.94)	100.00	347,415.83	431,650.00	84,234.17	80.49

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City of Terre Haute  
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Fiscal year thru period ending 12/31/2016

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Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
OFFICE SUPPLIES	.00	.00	.00	.00	.00	400.00	400.00	.00
OPERATING SUPPLIES	3,306.25	5,140.00	1,833.75	64.32	17,138.55	17,140.00	1.45	99.99
GASOLINE	2,428.45	(1,140.00)	(3,568.45)	(213.02)	6,064.92	9,860.00	3,795.08	61.51
DIESEL FUEL	2,170.48	.00	(2,170.48)	100.00	5,613.98	6,000.00	386.02	93.57
CHEMICALS	172.12	.00	(172.12)	100.00	60,295.64	60,000.00	(295.64)	100.49
REPAIR SUPPLIES	4,584.33	6,000.00	1,415.67	76.41	17,129.97	18,000.00	870.03	95.17
Total Expenditure	12,661.63	10,000.00	(2,661.63)	126.62	106,243.06	111,400.00	5,156.94	95.37

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

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Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
SERVICES CONTRACTUAL	1,003.33	203.00	(800.33)	494.25	18,202.74	18,203.00	.26	100.00
TELEPHONE	175.99	(293.00)	(468.99)	(60.06)	2,311.57	2,707.00	395.43	85.39
PRINTING	1,000.00	90.00	(910.00)	1,111.11	1,087.60	1,090.00	2.40	99.78
WORKERS' COMP	.00	(4,000.00)	(4,000.00)	.00	.00	.00	.00	.00
UNEMPLOYMENT	.00	(3,000.00)	(3,000.00)	.00	.00	1,000.00	1,000.00	.00
ELECTRIC UTILITY	824.59	.00	(824.59)	100.00	13,838.38	15,000.00	1,161.62	92.26
GAS UTILITY	663.62	.00	(663.62)	100.00	3,396.70	7,000.00	3,603.30	48.52
WATER UTILITY	412.19	.00	(412.19)	100.00	2,686.29	3,000.00	313.71	89.54
EQUIPMENT REPAIR & MAINTENANCE	.00	(3,000.00)	(3,000.00)	.00	292.78	2,000.00	1,707.22	14.64
VEHICLE REPAIR & MAINTENANCE	.00	.00	.00	.00	.00	.00	.00	.00
BUILDING REPAIR & MAINTENANCE	.00	.00	.00	.00	597.31	2,000.00	1,402.69	29.87
RENTAL OF EQUIPMENT	.00	.00	.00	.00	1,739.00	3,000.00	1,261.00	57.97
PRINCIPAL - NOTES	39,798.00	.00	(39,798.00)	100.00	119,888.00	80,090.00	(39,798.00)	149.69
SUBSCRIPTIONS AND DUES	.00	.00	.00	.00	.00	500.00	500.00	.00
Total Expenditure	43,877.72	(10,000.00)	(53,877.72)	(438.78)	164,040.37	135,590.00	(28,450.37)	120.98

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

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Fiscal year thru period ending 12/31/2016

02900040-04

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
PURCHASE OF EQUIPMENT	.00	.00	.00	.00	4,998.94	5,000.00	1.06	99.98
Total Expenditure	.00	.00	.00	.00	4,998.94	5,000.00	1.06	99.98

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

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Fiscal year thru period ending 12/31/2016

0290 REA PARK NON-REVERTING

Description	-----Period to date-----				-----Year to date-----			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
REA PARK NON-REVERTING	1,035.62	.00	1,035.62	(100.00)	413,806.39	.00	413,806.39	(100.00)
Total Revenue	1,035.62	.00	1,035.62	(100.00)	413,806.39	.00	413,806.39	(100.00)
	24,847.94	.00	(24,847.94)	100.00	347,415.83	431,650.00	84,234.17	80.49
	12,661.63	10,000.00	(2,661.63)	126.62	106,243.06	111,400.00	5,156.94	95.37
	43,877.72	(10,000.00)	(53,877.72)	(438.78)	164,040.37	135,590.00	(28,450.37)	120.98
	.00	.00	.00	.00	4,998.94	5,000.00	1.06	99.98
Total Expenditure	81,387.29	.00	(81,387.29)	100.00	622,698.20	683,640.00	60,941.80	91.09
	(80,351.67)	.00	(80,351.67)	(100.00)	(208,891.81)	(683,640.00)	474,748.19	(30.56)

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City of Terre Haute  
R/E Act vs Bud W/Var/Percent

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Report zero....: No



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City of Terre Haute  
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Fiscal year thru period ending 12/31/2016

02880038-00 HULMAN LINKS NON-REVERTING

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
GREEN FEES - HULMAN LINKS	2,028.86	.00	2,028.86	(100.00)	282,175.54	.00	282,175.54	(100.00)
CARTS	767.46	.00	767.46	(100.00)	92,955.42	.00	92,955.42	(100.00)
DRIVING RANGE	77.50	.00	77.50	(100.00)	11,325.60	.00	11,325.60	(100.00)
19TH HOLE	103.40	.00	103.40	(100.00)	46,214.26	.00	46,214.26	(100.00)
19TH HOLE ALCOHOL	380.84	.00	380.84	(100.00)	59,434.39	.00	59,434.39	(100.00)
OTHER REVENUE	.00	.00	.00	.00	5,276.11	.00	5,276.11	(100.00)
Total Revenue	3,358.06	.00	3,358.06	(100.00)	497,381.32	.00	497,381.32	(100.00)

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Fiscal year thru period ending 12/31/2016

02880038-01

Description	-----Period to date-----+				-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
HULMAN LINKS	13,503.96	.00	(13,503.96)	100.00	174,099.49	178,863.00	4,763.51	97.34
OVERTIME	.00	.00	.00	.00	773.53	1,200.00	426.47	64.46
HULMAN LINKS HOURLY	3,325.50	.00	(3,325.50)	100.00	115,363.97	124,125.00	8,761.03	92.94
19TH HOLE SALARY	2,194.92	.00	(2,194.92)	100.00	28,533.96	28,534.00	.04	100.00
19TH HOLE HOURLY	108.76	.00	(108.76)	100.00	8,406.40	10,000.00	1,593.60	84.06
EMPLOYER SOCIAL SECURITY	1,165.04	.00	(1,165.04)	100.00	19,822.82	24,199.00	4,376.18	81.92
EMPLOYER MEDICARE	272.50	.00	(272.50)	100.00	4,636.01	5,659.00	1,022.99	81.92
EMPLOYER GROUP HEALTH INS	4,880.16	.00	(4,880.16)	100.00	62,288.84	90,000.00	27,711.16	69.21
EMPLOYER DENTAL INSURANCE	101.74	.00	(101.74)	100.00	1,920.86	4,000.00	2,079.14	48.02
EMPLOYER LIFE INSURANCE	42.46	.00	(42.46)	100.00	494.76	600.00	105.24	82.46
EMPLOYER PERF	1,779.35	.00	(1,779.35)	100.00	22,569.40	40,883.00	18,313.60	55.20
Total Expenditure	27,374.39	.00	(27,374.39)	100.00	438,910.04	508,063.00	69,152.96	86.39

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

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Fiscal year thru period ending 12/31/2016

02880038-02

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
OFFICE SUPPLIES	.00	(421.00)	(421.00)	.00	.00	79.00	79.00	.00
OPERATING SUPPLIES	1,430.10	3,258.00	1,827.90	43.90	18,257.80	18,258.00	.20	100.00
OPERATING SUPPLIES - 19TH HOLE	530.45	10,054.00	9,523.55	5.28	55,053.07	55,054.00	.93	100.00
GASOLINE	2,842.51	(1,054.00)	(3,896.51)	(269.69)	9,317.88	9,946.00	628.12	93.68
DIESEL FUEL	2,200.93	465.00	(1,735.93)	473.32	7,462.46	7,465.00	2.54	99.97
CHEMICALS	3,433.28	3,163.00	(270.28)	108.55	73,162.33	73,163.00	.67	100.00
REPAIR SUPPLIES	2,524.69	11,535.00	9,010.31	21.89	30,784.28	31,535.00	750.72	97.62
Total Expenditure	12,961.96	27,000.00	14,038.04	48.01	194,037.82	195,500.00	1,462.18	99.25

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City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

Select...: A0288-XXXX-XX-XXX.XXX  
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Fiscal year thru period ending 12/31/2016

02880038-03

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
SERVICES CONTRACTUAL	1,462.89	8,616.00	7,153.11	16.98	23,615.58	23,616.00	.42	100.00
TELEPHONE	255.40	305.00	49.60	83.74	3,304.44	3,305.00	.56	99.98
PRINTING	1,000.00	1,588.00	588.00	62.97	2,087.60	2,088.00	.40	99.98
ADVERTISING	.00	(3,000.00)	(3,000.00)	.00	386.25	1,000.00	613.75	38.63
WORKERS' COMP	.00	(3,000.00)	(3,000.00)	.00	.00	.00	.00	.00
UNEMPLOYMENT	.00	(11,000.00)	(11,000.00)	.00	.00	1,000.00	1,000.00	.00
ELECTRIC UTILITY	1,477.91	.00	(1,477.91)	100.00	19,460.72	15,000.00	(4,460.72)	129.74
GAS UTILITY	861.94	(2,704.00)	(3,565.94)	(31.88)	3,813.36	4,296.00	482.64	88.77
WATER UTILITY	1,306.61	.00	(1,306.61)	100.00	5,308.50	6,000.00	691.50	88.48
EQUIPMENT REPAIR & MAINTENANCE	237.00	(305.00)	(542.00)	(77.70)	4,524.31	4,695.00	170.69	96.36
VEHICLE REPAIR & MAINTENANCE	.00	(2,000.00)	(2,000.00)	.00	.00	.00	.00	.00
BUILDING REPAIR & MAINTENANCE	184.35	(1,000.00)	(1,184.35)	(18.44)	7,948.84	3,000.00	(4,948.84)	264.96
RENTAL OF EQUIPMENT	1,020.00	(2,500.00)	(3,520.00)	(40.80)	2,362.00	2,500.00	138.00	94.48
PRINCIPAL - NOTES	44,125.00	.00	(44,125.00)	100.00	131,367.00	87,167.00	(44,200.00)	150.71
SUBSCRIPTIONS AND DUES	.00	.00	.00	.00	950.00	1,000.00	50.00	95.00
Total Expenditure	51,931.10	(15,000.00)	(66,931.10)	(346.21)	205,128.60	154,667.00	(50,461.60)	132.63

Run date: 06/13/2017 @ 13:30  
 Bus date: 06/13/2017

City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

Select...: A0288-XXXX-XX-XXX.XXX  
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Fiscal year thru period ending 12/31/2016

02880038-04

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
PURCHASE OF EQUIPMENT	61.98	(12,000.00)	(12,061.98)	(.52)	2,862.86	3,000.00	137.14	95.43
Total Expenditure	61.98	(12,000.00)	(12,061.98)	(.52)	2,862.86	3,000.00	137.14	95.43

Run date: 06/13/2017 @ 13:30  
 Bus date: 06/13/2017

City of Terre Haute  
 R/E Act vs Bud W/Var/Percent

Select...: A0288-XXXX-XX-XXX.XXX  
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Fiscal year thru period ending 12/31/2016

0288 HULMAN LINKS NON-REVERTING

Description	+-----Period to date-----+				+-----Year to date-----+			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
HULMAN LINKS NON-REVERTING	3,358.06	.00	3,358.06	(100.00)	497,381.32	.00	497,381.32	(100.00)
Total Revenue	3,358.06	.00	3,358.06	(100.00)	497,381.32	.00	497,381.32	(100.00)
	27,374.39	.00	(27,374.39)	100.00	438,910.04	508,063.00	69,152.96	86.39
	12,961.96	27,000.00	14,038.04	48.01	194,037.82	195,500.00	1,462.18	99.25
	51,931.10	(15,000.00)	(66,931.10)	(346.21)	205,128.60	154,667.00	(50,461.60)	132.63
	61.98	(12,000.00)	(12,061.98)	(.52)	2,862.86	3,000.00	137.14	95.43
Total Expenditure	92,329.43	.00	(92,329.43)	100.00	840,939.32	861,230.00	20,290.68	97.64
	(88,971.37)	.00	(88,971.37)	(100.00)	(343,558.00)	(861,230.00)	517,672.00	(39.89)